

## 2. System Development

From 1989 to June 1993 the company built over 400 miles of new cable plant adding over 20,000 new homes to its service area, homes which previously had no cable service. The company upgraded another 500 miles of cable plant, increasing services offered from 30 channels (on average) to 60 channels in over 50,000 homes and to 40 channels in another 50,000 homes.<sup>1/</sup> The company spent a total of \$30 million from May 1989 to June 1993, and gained 26,000 new subscribers. Since acquisition, the company has generated earnings before interest, taxes, depreciation and amortization of \$65 million. Of this amount, the \$30 million reinvested constitutes 46% of the total earnings. The communities served by Rifkin continue to be impressed by the quality and quantity of services offered, albeit at higher rates which have been required by increased costs including programming and other.

## 3. Financial Performance

The company's revenue increased from \$16 million in seven and one-half months in 1989 to \$20 million for six months ending June 30, 1993, and its cash flow after operating expenses (about 50% of revenue) increased from \$12 million in calendar 1989 to \$22 million in 1993 (projected, prior to rate regulation). (See Schedule attached).

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<sup>1/</sup> In Georgia, for example, the largest system, the plant has been upgraded to 60 channel capacity, utilizing fiber optic trunk runs. The plant has been substantially extended to pass new homes, additional channel offerings have been made, rates to subscribers have been increased but most importantly, penetration has increased substantially.

Since it began operations in 1989 (through 6/30/93) the company has collected \$135 million in revenue. It has paid out \$70 million in wages, taxes, program costs, rent, copyright fees and other operating costs, \$30 million for capital improvements and \$54 million of interest expense, a total of \$154 million in cash paid out. Nothing has been paid to its owners. Since cash outlays have exceeded revenues, the company has borrowed another \$19 million from its creditors to meet its expenses. The company has never recorded a profit and has never made any distributions to its partners, the investor group who paid \$42.5 million to buy the cable systems comprising the company.

#### 4. Effect of Restrictive Rate Rules

In 1994 the company had anticipated generation of sufficient cash flow to begin to repay a portion of its indebtedness, which will not occur because of rate regulation. There is now no foreseeable point in time when a cash distribution to its investors could be made, nor would the company's creditors permit such a distribution. The company expected to continue its capital expansion and improvement in services, which will be hampered because of cost of service regulation.

The acquisitions and financing creating the company were finalized in 1989 pursuant to an existing set of rules and conditions. Very substantial commitments were made, including the equity investors' input of \$42.5 million cash. The company and its systems have been run in a responsible fashion since that

date. All cash generated by the business, other than that used to pay interest on the acquisition costs, has been plowed back into the business, with no distributions to investors. Services have expanded and been improved and rates charged have been increased periodically to reflect the additional offerings and increased costs. Changing the rules mid-stream will create serious financial difficulties.

A rollback to the benchmark rates at September 1 would throw the company into immediate default on its various loan agreements (the lenders are essentially all third party independent institutions) which would result in an acceleration of the total principal due, and would leave the company with few alternatives. It might seek to refinance the existing indebtedness but, with the rollback in rates the resultant cash flow would not nearly support the current indebtedness nor is refinancing feasible in the chaos that reregulation has brought to the financial markets. Another alternative might be a restructuring of terms and conditions with the existing lenders but this is hardly feasible since the approximately 17-1/2% decrease in cash flow resulting from rate rollbacks of approximately \$3.5 million (required by the FCC rules) and the rate freeze (continuing for an undetermined period into 1994 during which expenses will be rising) will put the company in the position of not being able to pay its current interest charges. Compounding this is the fact that there are several classes of creditors holding different levels of security and those with senior positions would not be

willing to accept a compromise which might benefit lenders with weaker security positions. The only feasible alternative would be for the company to seek the protection of the courts. It is difficult to see how the public interest would be served in such an event. The recently promulgated FCC benchmark rates, to which the company is required to conform on September 1, could clearly put the company out of business.

A rollback in retail charges for an optional service is not a reasonable function of public policy. The company sells a very good service at an attractive price, resulting in growth over the last three and one-half years. Those 26,000 households who have become new customers made a simple choice in a free marketplace. "Free" broadcast TV is not as desirable as cable TV for \$22 per month. But the success of the business plan required additional years of growth and recapture of the early losses. Monopolists would not have endured these losses demonstrating how competitive the cable television market really is and how acquisition "premiums" do not reflect the expectation of monopoly profits.

Rifkin Acquisition Partners, L.P.  
Selected Data

	<u>5-13-89</u>	<u>12-31-89</u>	<u>12-31-90</u>	<u>12-31-90</u>	<u>12-31-92</u>	<u>6-30-93</u>
Homes Passed	135,101	139,648	146,364	149,421	155,013	157,534
Subscribers	85,277	88,194	96,349	102,532	108,991	111,569
Saturation	63%	63%	66%	69%	70%	71%

Period Ending  
(000 Excluded)

	<u>1989</u> <u>7½ Mos.</u>	<u>1990</u> <u>Year</u>	<u>1991</u> <u>Year</u>	<u>1992</u> <u>Year</u>	<u>1993</u> <sup>2/</sup> <u>6 Mos</u>
Gross Revenues	16,641	28,993	32,879	36,935	20,261
Operating Cash Flow	7,688	13,940	15,843	17,910	9,665
OCF %	46.2	48.1	48.2	48.5	47.7
Interest Expense	10,924	17,871	18,757	19,222	9,396
(Net Loss)	(14,045)	(21,212)	(17,950)	(16,923)	(7,100)

<sup>2/</sup> Projected prior to rate regulation. Actual not available.

**EXHIBIT C**

CABLE SYSTEM SALES -- 1984 TO 1991

	<u>'84</u>	<u>'85</u>	<u>'86</u>	<u>'87</u>
Total \$\$ (Billions)	2.88	8.4	7.6	10.8
# Systems (Estimated)	439 5 MSOs	521 5 MSOs	587 5 MSOs	1,415 23 MSOs
# Transactions (Reported)	282	344	475	458
# Subscribers (Millions)	2.9	7.7	5.5	6.4

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	<u>'88</u>	<u>'89</u>	<u>'90</u>	<u>'91</u>
Total \$\$ (Billions)	14	13.5	1.2	8.3
# Systems (Estimated)	1,396 15 MSOs	692 5 MSOs	132 No MSOs Listed	144 No MSOs
# Transactions (Reported)	506	407	132	144
# Subscribers (Millions)	7	5.8	0.6	4.7

\* Severe downturn in reported sales was due to economy

\*\* No. Systems = No. transactions reported plus  
No. of systems within the MSOs sold.

\*\*\* Source - The Cable TV Financial Databook  
(Paul Kagan Publisher)(1985 - 1992)

**EXHIBIT D**



TABLE 1 (Page 1 of 2)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
<u>Year of</u> <u>System Operation</u>	<u>Beginning of</u> <u>Year Invested</u> <u>Capital</u>	<u>Beginning of</u> <u>Year Book Value</u> <u>Of Physical Plant</u>	<u>Beginning of</u> <u>Year Amount</u> <u>To be Amortized</u>	<u>Number of</u> <u>Subscribers</u>	<u>Monthly</u> <u>Subscriber</u> <u>Charge</u>	<u>Annual</u> <u>Revenues</u>	<u>Operating</u> <u>Expenses</u>	<u>Operating</u> <u>Income</u>	<u>Earnings</u> <u>Requirement</u> <u>(15% ROR)</u>
6	\$1,788,204	\$1,000,000	\$788,204	1250	\$25.00	\$375,000	\$162,500	\$212,500	\$268,231
7	\$1,843,935	\$950,000	\$893,935	1250	\$32.05	\$480,731	\$169,000	\$311,731	\$276,590
8	\$1,808,794	\$900,000	\$908,794	1250	\$33.04	\$495,590	\$175,760	\$319,830	\$271,319
9	\$1,760,283	\$850,000	\$910,283	1250	\$33.14	\$497,079	\$182,790	\$314,289	\$264,042
10	\$1,614,255	\$800,000	\$814,255	1250	\$33.12	\$496,833	\$190,102	\$306,731	\$242,138
11	\$1,477,829	\$750,000	\$727,829	1250	\$32.15	\$482,240	\$197,706	\$284,534	\$221,674
12	\$1,350,046	\$700,000	\$650,046	1250	\$31.29	\$469,380	\$205,614	\$263,766	\$202,507
13	\$1,230,042	\$650,000	\$580,042	1250	\$30.54	\$458,121	\$213,839	\$244,282	\$184,506
14	\$1,117,038	\$600,000	\$517,038	1250	\$29.89	\$448,345	\$222,392	\$225,953	\$167,556
15	\$1,010,334	\$550,000	\$460,334	1250	\$29.33	\$439,948	\$231,288	\$208,660	\$151,550

TABLE 1 (page 2 of 2)

(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)
Depreciation	Net Income		End of Year	End of Year	End of Year	Income vs.	Rate Needed To	
of tangibles	or (Loss)	Amortization of	Invested	Book Value of	Amount to	"Reasonable"	Earn At A	Percentage
<u>(20 years)</u>	<u>From Operation</u>	<u>Intangibles</u>	<u>Capital</u>	<u>Physical Plant</u>	<u>be Amortized</u>	<u>Earnings</u>	<u>Reasonable Level</u>	<u>Increase</u>
\$50,000	\$162,500	(\$105,731)	\$1,843,935	\$950,000	\$893,935	(\$105,731)	\$32.05	28.19%
\$50,000	\$261,731	(\$14,860)	\$1,808,794	\$900,000	\$908,794	(\$14,860)	\$33.04	3.09%
\$50,000	\$269,830	(\$1,489)	\$1,760,283	\$850,000	\$910,283	(\$1,489)	\$33.14	0.30%
\$50,000	\$264,289	\$96,028	\$1,614,255	\$800,000	\$814,255	\$246	\$33.12	-0.05%
\$50,000	\$256,731	\$86,425	\$1,477,829	\$750,000	\$727,829	\$14,593	\$32.15	-2.94%
\$50,000	\$234,534	\$77,783	\$1,350,046	\$700,000	\$650,046	\$12,860	\$31.29	-2.67%
\$50,000	\$213,766	\$70,005	\$1,230,042	\$650,000	\$580,042	\$11,259	\$30.54	-2.40%
\$50,000	\$194,282	\$63,004	\$1,117,038	\$600,000	\$517,038	\$9,776	\$29.89	-2.13%
\$50,000	\$175,953	\$56,704	\$1,010,334	\$550,000	\$460,334	\$8,397	\$29.33	-1.87%
\$50,000	\$158,660	\$51,033	\$909,300	\$500,000	\$409,300	\$7,110	\$28.86	-1.62%

TABLE 2 (Page 1 of 2)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
<b>Year of</b>	<b>Beginning of</b>	<b>Beginning of</b>	<b>Beginning of</b>		<b>Monthly</b>	<b>Annual</b>	<b>Operating</b>	<b>Operating</b>	<b>Earnings</b>
<b>System Operation</b>	<b>Year Invested</b>	<b>Year Book Value</b>	<b>Year Amount</b>	<b>Number of</b>	<b>Subscriber</b>	<b>Revenues</b>	<b>Expenses</b>	<b>Income</b>	<b>Requirement</b>
	<u>Capital</u>	<u>Of Physical Plant</u>	<u>To be Amortized</u>	<u>Subscribers</u>	<u>Charge</u>				<u>(15% ROR)</u>
6	\$1,788,204	\$1,000,000	\$788,204	1250	\$25.00	\$375,000	\$162,500	\$212,500	\$268,231
7	\$1,843,935	\$950,000	\$893,935	1250	\$28.13	\$421,875	\$169,000	\$252,875	\$276,590
8	\$1,867,650	\$900,000	\$967,650	1250	\$31.64	\$474,609	\$175,760	\$298,849	\$280,147
9	\$1,848,948	\$850,000	\$998,948	1250	\$33.73	\$505,907	\$182,790	\$323,117	\$277,342
10	\$1,803,173	\$800,000	\$1,003,173	1250	\$34.01	\$510,133	\$190,102	\$320,031	\$270,476
11	\$1,753,618	\$750,000	\$1,003,618	1250	\$34.04	\$510,578	\$197,706	\$312,872	\$263,043
12	\$1,703,789	\$700,000	\$1,003,789	1250	\$34.05	\$510,749	\$205,614	\$305,135	\$255,568
13	\$1,654,223	\$650,000	\$1,004,223	1250	\$34.08	\$511,183	\$213,839	\$297,344	\$248,133
14	\$1,605,013	\$600,000	\$1,005,013	1250	\$34.13	\$511,972	\$222,392	\$289,580	\$240,752
15	\$1,556,185	\$550,000	\$1,006,185	1250	\$34.21	\$513,144	\$231,288	\$281,856	\$233,428

TABLE 2 (Page 2 of 2)

(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)
Depreciation of tangibles (20 years)	Net Income or (Loss) From Operation:	Amortization of Intangibles	End of Year Invested Capital	End of Year Book Value of Physical Plant	End of Year Amount to be Amortized	Income vs. "Reasonable" Earnings	Rate Needed To Earn At A Reasonable Level	Percentage Increase
\$50,000	\$162,500	(\$105,731)	\$1,843,935	\$950,000	\$893,935	(\$105,731)	\$28.13	12.50%
\$50,000	\$202,875	(\$73,715)	\$1,867,650	\$900,000	\$967,650	(\$73,715)	\$31.64	12.50%
\$50,000	\$248,849	(\$31,298)	\$1,848,948	\$850,000	\$998,948	(\$31,298)	\$33.73	6.59%
\$50,000	\$273,117	(\$4,225)	\$1,803,173	\$800,000	\$1,003,173	(\$4,225)	\$34.01	0.84%
\$50,000	\$270,031	(\$445)	\$1,753,618	\$750,000	\$1,003,618	(\$445)	\$34.04	0.09%
\$50,000	\$262,872	(\$171)	\$1,703,789	\$700,000	\$1,003,789	(\$171)	\$34.05	0.03%
\$50,000	\$255,135	(\$434)	\$1,654,223	\$650,000	\$1,004,223	(\$434)	\$34.08	0.08%
\$50,000	\$247,344	(\$790)	\$1,605,013	\$600,000	\$1,005,013	(\$790)	\$34.13	0.15%
\$50,000	\$239,580	(\$1,172)	\$1,556,185	\$550,000	\$1,006,185	(\$1,172)	\$34.21	0.23%
\$50,000	\$231,856	(\$1,571)	\$1,507,756	\$500,000	\$1,007,756	(\$1,571)	\$34.31	0.31%

**EXHIBIT E**

## EXHIBIT E

# FINANCIAL RECORDS FOR PUBLIC COMPANIES IN CABLE TV

## How To Use These Data

The "Financial Records for Public Companies in Cable TV" presents a summary and comparison of all the important information in the annual reports of each publicly held company in the cable TV business—cable operators and cable suppliers.

Previous editions of THE KAGAN CABLE TV FINANCIAL DATABOOK used trailing 12-month data for those companies with late spring fiscal-year closings to facilitate comparisons between companies' current-year data. Historical data for the adjusted companies, however, did represent their fiscal-year results. Since 1989, we have used unadjusted company data to better analyze performance for each company. Companies with fiscal years ending other than at 12/91 are:

Adelphia.....	3/91	Century Communications.....	5/91	Pico Products, Inc.....	7/91
Burnup & Sims.....	4/91	Jones Intercable.....	5/91	Scientific-Atlanta.....	6/91
California Microwave.....	6/91	Jones Spacelink.....	5/91	TCA Cable.....	10/91
C-COR.....	6/91	Microdyne.....	10/91	Texscan.....	4/91

There are 32 tables, with more than 2,800 financial items listing 40 companies, 27 cable operators and 11 equipment suppliers—ranked by their earnings streams, operating ratios, returns-on-investments, five-year growth patterns and more.

The consolidated financial results for the public companies operating cable systems are arrayed side-by-side, as are the results for the public cable supplier companies. The first set on each page lists companies alphabetically. The second set repeats the same data, but ranks the companies in key columns.

### Table 1 — Income Statements

Shows each company's operating highlights, starting with revenue and ending with net income per share. In each case the company's latest reported fiscal year is used. (See above list for closings other than 12/91.)

### Table 2 — Operating Margins

This might also be called "cash flow page." It ranks companies by operating income before depreciation/interest expense/income taxes, as a percent of revenue. It also shows seven other key percentages: operating expense, sales and administration, depreciation, interest, pretax profit, tax and after-tax profit vs. revenue.

### Table 3 — Profits and Dividends

Our "payout page," ranking companies in size according to net income, but arrayed alongside are the respective dividends and payouts as a percent of net income. Also on this table: each company's cable division revenues and operating profits, as shown in its annual report (profit before depreciation, interest and income taxes).

### Table 4 — Returns on Investment

Total capital and stockholder equity are averaged from last year to current year and compared with cash flow, pretax income and net income.

### Table 5 — Five-Year Revenues

Shows the actual year-by-year revenue figures from 1986-1991 with a historic average annual rate of growth figure.

### Table 6 — Five-Year Net Incomes

Lists each company's actual net income after tax for 1986 through 1991 and repeats the average annual growth figure.

### Table 7 — Balance Sheets

Provides key data for: current assets, current liabilities, current ratio, accounts receivable, long-term debt, stockholder equity, debt/equity ratio and a number not often found in summary form—percent of long-term debt due within five years.

### Table 8 — Plant and Assets

Winds up the balance sheet data with figures for current year gross plant investment, net plant (after accumulated depreciation), net plant age (net plant as a percent of gross plant), intangible assets, intangibles as a percent of stockholder equity and total assets.

Comcast of Philadelphia, Falcon Cable, Galaxy and Jones Intercable Investors are limited partnerships. It should also be noted that all data for Rogers Communications and Maclean Hunter are represented in Canadian dollars. Rogers Communications' year-end has changed from August to calendar. Rogers data are for the sixteen months ended December 1991 and are not comparable to prior years.

TABLE I - 1991 INCOME STATEMENT (Ranked)

Company	Revenue	Operating Expenses	Sales/Admin.	Cash Flow*	Depr. Amort.	Interest	Pretax	Tax	Net	Net per Share
(mil.)										
<b>OPERATORS</b>										
Time Warner Inc.	\$ 12,021.000	\$ 7,769.000	\$ 3,098.000	\$ 2,263.000	\$ 1,109.000	\$ 966.000	\$ 52.000	\$ 151.000	\$ (692.000)	\$ (9.60)
Tele-Communications, Inc.	3,827.000	1,519.000	792.000	1,516.000	712.000	877.000	(70.000)	68.000	(138.000)	(0.37)
Times Mirror	3,624.143	1,991.382	1,317.901	567.008	252.148	77.405	165.952	83.998	155.501	1.21
Knight-Ridder	2,237.318	1,884.013	n/a	353.305	110.032	68.843	210.370	78.302	132.068	2.54
Viacom	1,711.562	790.816	475.648	445.098	132.864	297.451	8.247	42.060	(46.556)	(0.41)
Maclean Hunter	1,534.600	1,258.600	n/a	276.000	105.000	59.200	101.300	50.700	50.600	0.32
Washington Post	1,380.261	775.936	337.492	266.833	73.967	17.382	190.221	71.500	70.824	5.96
E.W. Scripps	1,299.500	571.520	427.970	412.130	112.120	38.760	137.400	65.700	64.582	0.87
American TV & Comm.	1,220.127	431.384	221.739	332.821	221.688	65.169	286.348	125.400	160.948	1.47
Rogers Communications	995.144	662.323	n/a	543.590	210.769	215.602	(21.759)	39.512	(61.271)	(0.76)
Comcast	721.000	252.125	159.625	309.250	164.299	158.100	(142.774)	12.798	(155.572)	(1.31)
Cablevision Systems	603.272	213.059	121.527	268.700	215.326	258.794	(277.199)	0.000	(231.663)	(10.33)
Gaylord Entertainment	600.927	372.222	93.595	135.110	89.419	40.496	6.584	4.815	1.769	0.05
Media General	585.900	325.210	163.100	147.530	49.940	16.060	(52.700)	9.400	(62.090)	(2.39)
Multimedia	524.326	185.031	145.041	194.254	38.448	79.315	77.134	30.254	48.397	1.30
Scripps Howard	348.541	290.255	164.938	97.153	38.867	24.239	34.096	17.941	16.155	1.56
Century Communications	277.049	68.623	59.559	148.860	116.364	132.498	(121.697)	(33.331)	(80.295)	(1.11)
Adelphia	250.182	66.007	41.421	142.740	79.427	163.637	(141.360)	0.000	(141.360)	(10.23)
C-TEC	232.818	221.225	n/a	89.740	78.145	37.472	(23.393)	(5.486)	(12.392)	(1.18)
TCA Cable	127.089	51.690	10.009	65.390	34.007	17.851	13.867	5.375	8.492	0.35
Jones Spacelink	118.624	66.517	n/a	52.100	47.340	51.393	(56.053)	1.112	(24.565)	(0.32)
Liberty Media	106.805	69.910	23.281	13.614	14.625	6.470	43.176	16.676	2.001	0.13
Jones Intercable	98.934	51.817	n/a	47.110	39.670	44.699	(45.030)	n/a	(45.030)	(3.71)
Comcast/Philadelphia, L.P.	73.280	36.539	15.526	21.215	16.218	4.084	1.638	0.000	1.622	33.79
Falcon Cable	45.934	38.575	n/a	24.336	16.977	17.528	(10.494)	n/a	(10.494)	(1.63)
Jones Intercable L.P.	38.468	23.168	n/a	15.300	17.478	5.135	(7.224)	0.000	(7.224)	(0.86)
Galaxy Cable M.L.P.	17.056	6.811	5.123	5.121	7.479	2.515	(1.872)	n/a	(1.872)	(0.87)
MERCOM	11.041	5.986	1.467	3.588	3.329	3.299	(9.606)	(1.822)	(1.349)	(0.56)

**SUPPLIERS**

Itel	\$ 1,689.100	\$ 1,178.100	\$ 327.700	\$ 252.200	\$ 69.200	\$ 207.100	\$ (83.600)	\$ (6.600)	\$ (77.000)	\$ (2.41)
Zenith	1,321.600	1,208.400	101.200	49.900	37.900	12.400	(51.400)	0.200	(51.600)	(1.79)
Scientific-Atlantic	493.653	385.534	113.881	11.069	16.831	1.106	1.532	0.475	1.057	0.05
Augat	281.602	219.358	62.301	15.984	16.041	2.442	(21.594)	0.468	(22.062)	1.21
California Microwave	177.364	139.274	24.413	17.928	4.251	1.082	12.700	4.699	8.001	0.93
Burnup & Sims	175.236	177.928	15.572	5.806	8.498	6.161	(2.692)	1.082	(0.782)	(0.08)
Microdyne	56.533	32.560	12.705	12.137	0.869	0.487	10.918	2.094	8.824	0.76
Texscan	40.071	25.826	13.142	2.684	1.581	1.935	0.255	0.106	0.149	0.07
C-COR	32.732	27.662	8.988	(2.301)	1.617	0.070	(5.813)	(2.361)	(3.452)	(0.77)
Pico Products, Inc.	18.223	13.365	5.902	(0.337)	0.707	0.679	(1.294)	0.000	(1.294)	(0.36)
RMS	4.660	2.344	2.272	0.276	0.232	0.018	(0.039)	0.010	(0.049)	(0.03)

Ranked by 1991 revenue (Column 1).

\* Cash flow is revenue minus operating expenses and SGA before depreciation/amortization, interest and taxes.

n/a - not available.

**TABLE 2 - 1991 OPERATING MARGINS (Ranked)**

Company	Oper. Exp. % Rev.	Sales/ Admin. % Rev.	Cash Flow % Rev.	Depr. % Revenue	Int. % Revenue*	Pretax % Rev.	Tax % Pretax#	Net % Rev. @
<b>OPERATORS</b>								
Adelphia	26.38%	16.56%	57.05%	31.75%	65.41%	(56.50)%	0.00	(56.50)%
Century Communications	24.77	21.50	53.73	42.00	47.82	(43.93)	27.39%	(28.98)
Falcon Cable	83.98	n/r	52.98	36.96	38.16	(22.85)	0.00	(22.85)
TCA Cable	40.67	7.88	51.45	26.76	14.05	10.91	38.76	6.68
Jones Intercable	52.38	n/r	47.62	40.10	45.18	(45.52)	0.00	(45.52)
ATC	35.36	18.17	46.47	18.17	5.34	23.47	43.79	13.19
Cablevision System	35.32	20.14	44.54	35.69	42.90	(45.95)	0.00	(38.40)
Jones Spacelink	56.07	n/r	43.92	39.91	43.32	(47.25)	(1.98)	(20.71)
Comcast	34.97	22.14	42.89	22.79	21.93	(19.80)	(8.96)	(21.58)
Jones Intercable L.P.	60.23	n/r	39.77	45.44	13.35	(18.78)	0.00	(18.78)
Tele-Communications, Inc.	39.69	20.70	39.61	18.60	22.92	(1.83)	(97.14)	(3.61)
C-TEC	95.02	n/r	38.55	33.56	16.09	(10.05)	23.45	(5.32)
Multimedia	35.29	27.66	37.05	7.33	15.13	14.71	39.22	9.23
Rogers Communication	66.56	n/r	33.44	21.18	21.67	(2.19)	(181.59)	(6.16)
MERCOM	54.22	n/r	32.50	30.15	29.88	(87.00)	18.97	(12.22)
E.W. Scripps	43.98	32.93	31.71	8.63	2.98	10.57	47.82	4.97
Galaxy Cable M.L.P.	39.93	30.04	30.02	43.85	14.75	(10.98)	0.00	(10.98)
Comcast/Philadelphia, L.P.	49.86	21.19	28.95	22.13	5.57	2.24	0.00	2.21
Scripps Howard	83.28	47.32	27.87	11.15	6.95	9.78	52.62	4.64
Viacom	46.20	27.79	26.01	7.76	17.38	0.48	510.00	(2.72)
Media General	55.51	27.84	25.18	8.52	2.74	(8.99)	(17.84)	(10.60)
Gaylord Entertainment	61.94	15.58	22.48	14.88	6.74	1.10	73.13	0.29
Washington Post	56.22	24.45	19.33	5.36	1.26	13.78	37.59	5.13
Time Warner Inc.	64.63	25.77	18.83	9.23	8.04	0.43	290.38	(5.76)
Maclean Hunter	82.01	n/r	17.99	6.84	3.86	6.60	50.05	3.30
Knight-Ridder	84.21	n/r	15.79	4.92	3.08	9.40	37.22	5.90
Times Mirror	54.95	36.36	15.65	6.96	2.14	4.58	50.62	4.29
Liberty Media	65.46	n/r	12.75	13.69	6.06	40.43	38.62	1.87
<b>AVERAGES</b>	<b>54.61%</b>	<b>24.67%</b>	<b>34.83%</b>	<b>21.94%</b>	<b>18.74%</b>	<b>(9.75)%</b>	<b>38.29%</b>	<b>(8.89)%</b>
<b>SUPPLIERS</b>								
Microdyne	57.59%	22.47%	21.47%	1.54%	0.86%	19.31%	19.18%	15.61%
Itel	69.75	n/r	14.93	4.10	12.26	(4.95)	7.89	(4.56)
California Microwave	78.52	13.76	10.11	2.40	0.61	7.16	37.00	4.51
Texscan	64.45	32.80	6.70	3.95	4.83	0.64	41.57	0.37
RMS	50.30	48.76	5.92	4.98	0.39	(0.84)	(25.64)	(1.05)
Augat	77.90	22.12	5.68	5.70	0.87	(7.67)	(2.17)	(7.83)
Zenith	91.43	7.66	3.78	2.87	0.94	(3.89)	(0.39)	(3.90)
Burnup & Sims	101.54	8.89	3.31	4.85	3.52	(1.54)	(40.19)	(0.45)
Scientific-Atlantic	78.10	23.07	2.24	3.41	0.22	0.31	31.01	0.21
Pico Products, Inc.	73.34	32.39	(1.85)	3.88	3.73	(7.10)	0.00	(7.10)
C-COR	84.51	27.46	(7.03)	4.94	0.21	(17.76)	40.62	(10.55)
<b>AVERAGES</b>	<b>75.22%</b>	<b>23.94%</b>	<b>5.93%</b>	<b>3.87%</b>	<b>2.58%</b>	<b>(1.48)%</b>	<b>9.90%</b>	<b>(1.34)%</b>

Group is ranked by cash flow as a % of revenue (Column 3).

\* Interest as a % of revenue.

# Company's tax rate.

@ Net income after tax as a % of revenue.

n/r - not relevant.



**TABLE 3 - 1991 PROFITS AND DIVIDENDS (Ranked)**

Company	Net Income (mil.)	Dividend (mil.)	Div. % Net	Net Per Share	Dividend/ Share	Shares Out.	Cable Rev. (mil.)	Cable Cash Flow*
<b>OPERATORS</b>								
American TV & Communications	\$ 160.948	0.000	0.00	\$ 1.47	0.00	109.155	\$ 1,220.127	\$ 567.004
Times Mirror	155.501	\$ 138.792	89.25%	1.21	\$ 1.08	128.548	403.764	151.605
Knight-Ridder	132.068	71.087	53.83	2.54	1.40	51.797	n/a	n/a
Washington Post	70.824	49.872	70.42	5.96	4.21	11.830	159.503	71.200
E.W.Scripps	64.582	29.810	46.16	0.87	0.39	75.530	225.250	91.590
Maclean Hunter	50.600	42.000	83.00	0.32	0.25	156.935	357.600	169.800
Multimedia	48.397	0.000	0.00	1.30	0.00	35.065	135.524	67.900
Scripps Howard	16.155	10.326	63.92	1.56	1.00	10.326	103.091	36.998
TCA Cable	8.492	6.840	80.55	0.35	0.00	0.000	127.089	65.390
Liberty Media	2.001	0.000	0.00	0.13	0.00	16.199	12.460	5.430
Gaylord Entertainment	1.769	13.021	736.07	0.05	0.31	41.869	75.963	29.122
Comcast/Philadelphia, L.P.	1.622	0.000	0.00	33.79	0.00	1.616	73.280	36.539
MERCOM	(1.349)	0.000	0.00	(0.56)	0.00	2.393	11.041	3.588
Galaxy Cable M.L.P.	(1.872)	2.997	(160.10)	(0.87)	1.40	2.141	17.056	5.121
Jones Intercable L.P.	(7.224)	0.000	0.00	(0.86)	0.00	8.322	38.468	15.300
Falcon Cable	(10.494)	n/a	0.00	(1.63)	n/a	6.399	45.934	24.336
C-TEC	(12.392)	0.000	0.00	(1.18)	0.00	16.493	76.128	29.890
Jones Spacelink	(24.565)	0.000	0.00	(0.32)	0.00	76.340	118.621	52.100
Jones Intercable	(45.030)	0.000	0.00	(3.71)	0.00	11.940	98.934	47.110
Viacom	(46.356)	0.000	0.00	(0.41)	0.00	120.228	378.026	170.558
Rogers Communications	(61.271)	0.000	0.00	(0.76)	0.00	130.179	515.579	188.094
Media General	(62.090)	11.440	(18.42)	(2.39)	0.44	26.070	107.300	n/a
Century Comm. Inc.	(80.395)	0.000	0.00	(1.11)	0.00	68.760	257.280	148.200
Tele-Communications, Inc.	(138.000)	0.000	0.00	(0.37)	0.00	418.843	3,206.000	1,430.000
Adelphia	(141.360)	0.000	0.00	(10.23)	0.00	13.819	250.182	142.740
Comcast	(155.572)	18.880	(12.14)	(1.31)	0.14	134.904	647.089	301.427
Cablevision Systems	(231.663)	0.000	0.00	(10.33)	0.00	22.486	603.272	268.700
Time Warner Inc.	(692.000)	665.000	(96.10)	(9.60)	9.24	92.638	1,935.000	872.000
<b>AVERAGE</b>			<b>7.42%</b>					

**SUPPLIERS**

Microdyne	\$ 8.824	0.000	0.00	\$ 0.76	0.00	11.617		
California Microwave	8.001	n/a	0.00	0.93	n/a	8.725		
Scientific-Atlantic	7.057	\$ 3.608	341.34%	0.05	\$ 0.16	22.552		
Texscan	0.149	0.000	0.00	0.07	0.00	2.217		
RMS	(0.049)	0.000	0.00	(0.03)	0.00	1.664		
Burnup & Sims	(0.782)	n/a	0.00	(0.08)	n/a	8.768		
Pico Products, Inc.	(1.594)	0.000	0.00	(0.36)	0.00	3.572		
C-COR	(3.452)	0.000	0.00	(0.77)	0.00	4.461		
Augat	(22.062)	7.265	(32.93)	1.21	0.40	18.356		
Zenith	(51.600)	0.000	0.00	(1.79)	0.00	29.166		
Itel	(77.000)	6.100	(7.92)	(2.41)	0.19	32.140		
<b>AVERAGE</b>			<b>27.32%</b>					

Group is ranked by net income after taxes (Column 1).

\* Dividend as a % of net income is the payout ratio.

# May include other communications revenue; e.g. broadcast, MDS, etc. Companies use differing criteria to determine this breakout, thus data is not totally comparable.

n/a - not available.

**TABLE 4 - 1991 RETURNS ON INVESTMENT (Ranked)**

Company	-----1990/91-----		Cash Flow	Pretax	Net	Cash Flow	Pretax	Net
	Average Capital (mil.)	Average Equity (mil.)	Ret. Avg. Equity	Ret. Avg. Equity	Ret. Avg. Equity	Ret. Avg. Capital	Ret. Avg. Capital	Ret. Avg. Capital
<b>OPERATORS</b>								
American TV & Communications	\$ 1,297.283	\$ 607.365	93.35%	47.15%	26.50%	43.71%	22.07%	12.41%
Falcon Cable	123.489	(38.471)	(63.26)	27.28	27.28	19.71	(8.50)	(8.50)
E.W. Scripps	1,057.618	656.340	62.79	20.93	9.84	38.97	12.99	6.11
Washington Post	1,004.150	914.698	29.17	20.80	7.74	26.57	18.94	7.05
Knight-Ridder	1,702.122	1,021.767	34.58	20.59	12.93	20.76	12.36	7.76
TCA Cable	272.019	68.122	95.99	20.36	12.47	24.04	5.10	3.12
Scripps Howard	429.386	185.775	52.30	18.35	8.70	22.63	7.94	3.76
Liberty Media	285.134	253.317	5.37	17.04	0.79	4.77	15.14	0.70
Maclean Hunter	1,066.000	637.050	43.32	15.90	7.94	25.89	9.50	4.75
Times Mirror	2,923.987	1,900.711	29.83	8.73	8.18	19.39	5.68	5.32
Gaylord Entertainment	551.651	108.969	123.99	6.04	1.62	24.49	1.19	0.32
Comcast/Philadelphia, L.P.	88.041	35.976	58.97	4.55	4.51	24.10	1.86	1.84
Viacom	2,961.916	532.827	83.54	1.55	(8.74)	15.03	0.28	(1.57)
Time Warner Inc.	17,918.000	7,906.000	28.62	0.66	(8.75)	12.63	0.29	(3.86)
Rogers Communications	3,182.646	1,201.555	27.70	(1.81)	(5.10)	10.46	(0.68)	(1.93)
Tele-Communications, Inc.	10,729.000	1,030.500	147.11	(6.79)	(13.39)	14.13	(0.65)	(1.29)
Media General	492.965	237.845	62.03	(22.16)	(26.11)	29.93	(10.69)	(12.60)
Galaxy Cable M.L.P.	34.315	8.351	61.32	(22.42)	(22.42)	14.92	(5.46)	(5.46)
Jones Intercable L.P.	87.509	23.902	64.01	(30.22)	(30.22)	17.48	(8.26)	(8.26)
C-TEC	472.197	73.471	122.14	(31.84)	(16.87)	19.00	(4.95)	(2.62)
Jones Intercable	398.035	18.853	249.89	(238.85)	(238.85)	11.84	(11.31)	(11.31)
Cablevision Systems	1,374.930	(805.100)	n/r	n/r	n/r	19.54	(20.16)	(16.85)
Multimedia	362.155	(404.266)	n/r	n/r	n/r	53.64	21.30	13.36
MERCOM	25.389	(7.266)	n/r	n/r	n/r	14.13	(37.84)	(5.31)
Century Communications	1,029.536	(138.207)	n/r	n/r	n/r	14.46	(11.82)	(7.80)
Adelphia	903.896	(521.259)	n/r	n/r	n/r	15.79	(15.64)	(15.64)
Jones Spacelink	454.021	9.955	n/r	n/r	n/r	11.48	(12.35)	(5.41)
Comcast	1,607.304	(1.105)	n/r	n/r	n/r	19.24	(8.88)	(9.68)
<b>AVERAGE</b>			<b>62.19%</b>	<b>(5.64)%</b>	<b>(10.52)%</b>	<b>21.26%</b>	<b>(0.80)%</b>	<b>(1.84)%</b>

**SUPPLIERS**

Microdyne	\$ 15.647	\$ 15.057	80.61%	72.51%	58.60%	77.57%	69.78%	56.40%
California Microwave	65.348	61.618	29.10	20.61	12.98	27.43	19.43	12.24
Scientific-Atlantic	282.705	280.553	3.95	0.55	0.38	3.92	0.54	0.37
RMS	2.073	2.073	13.32	(1.88)	(2.36)	13.32	(1.88)	(2.36)
Burnup & Sims	71.465	31.030	18.71	(8.68)	(2.52)	8.12	(3.77)	(1.09)
Augat	224.561	193.011	8.28	(11.19)	(11.43)	7.12	(9.62)	(9.82)
Itel	2,382.750	568.900	44.33	(14.70)	(13.53)	10.58	(3.51)	(3.23)
Zenith	477.650	327.350	15.24	(15.70)	(15.76)	10.45	(10.76)	(10.80)
C-COR	25.019	24.409	(9.43)	(23.81)	(14.14)	(9.20)	(23.23)	(13.80)
Pico Products, Inc.	6.439	3.881	(8.68)	(33.34)	(33.34)	(5.23)	(20.10)	(20.10)
Texscan	27.043	10.462	25.65	n/r	1.42	9.92	0.94	0.55
<b>AVERAGE</b>			<b>22.11%</b>	<b>(1.56)%</b>	<b>(1.97)%</b>	<b>14.00%</b>	<b>1.62%</b>	<b>0.76%</b>

Ranked by pretax return on average equity (Column 4).

Average capital and equity are computed by adding 1990 to 1991 and dividing by 2. Columns 3, 4 and 5 show operating income, pretax and net after taxes as a % of shareholder equity. Columns 6, 7 and 8 show income data as a % of total capital (long-term debt and equity).

n/r - not relevant.

TABLE 5 - FIVE-YEAR REVENUES (Ranked)

Company	1986 Revenue	1987 Revenue	1988 Revenue	1989 Revenue	1990 Revenue	1991 Revenue	Five-Year Average Revenue Growth
----- (mil.) -----							
<b>OPERATORS</b>							
Tele-Communications, Inc.	\$ 645.700	\$ 1,700.400	\$ 2,282.000	\$ 3,026.000	\$ 3,625.000	\$ 3,827.000	46.92%
Adelphia	41.993	72.933	131.375	187.636	229.576	250.182	44.24
Comcast	130.854	309.250	449.906	562.284	650.941	721.000	43.67
Jones Intercable	19.305	33.668	47.901	65.808	91.094	98.934	39.44
Rogers Communications	237.884	273.587	358.426	600.839	1,128.340	995.144	35.53
Century Communications	64.562	109.888	163.295	191.171	231.242	277.049	34.57
Cablevision Systems	150.839	299.537	493.462	492.688	562.990	603.272	34.43
Jones Spacelink	31.662	44.307	59.450	78.197	115.886	118.624	30.74
Falcon Cable	13.954	20.333	24.482	30.109	39.267	45.934	27.10
TCA Cable	48.269	60.359	68.938	79.088	113.738	127.089	21.64
Galaxy Cable M.L.P.	n/a	7.087	10.790	12.766	15.819	17.056	17.58
Jones Intercable L.P.	0.606	17.273	27.017	31.563	35.622	38.468	15.42
MERCOM	n/a	5.453	6.459	7.693	9.667	11.041	15.34
C-TEC	118.721	132.107	141.444	161.005	200.380	232.818	14.49
American TV & Communications	637.348	714.390	811.893	973.386	1,105.810	1,220.127	13.89
Viacom	919.154	1,010.748	1,258.501	1,436.220	1,599.630	1,711.562	13.32
Scripps Howard	210.548	234.146	274.651	300.353	325.650	348.541	10.63
Gaylord Entertainment	n/a	371.631	417.216	488.537	580.157	600.927	10.25
Maclean Hunter	973.900	1,125.000	1,302.100	1,426.200	1,536.000	1,534.600	9.60
Time Warner Inc.	n/a	n/a	9,103.000	10,799.000	11,517.000	12,021.000	7.80
Multimedia	371.799	410.753	439.588	462.698	480.720	524.326	7.13
E.W. Scripps	1,036.708	1,146.976	1,214.464	1,266.380	1,296.400	1,299.500	4.65
Knight-Ridder	1,808.094	1,968.182	2,083.330	2,268.256	2,305.162	2,237.318	4.40
Times Mirror	2,948.136	3,142.345	3,332.628	3,517.493	3,633.211	3,624.143	4.23
Washington Post	1,215.064	1,315.422	1,367.613	1,444.094	1,438.640	1,380.261	2.63
Media General	634.627	715.311	755.747	606.378	613.180	585.900	(1.27)
Liberty Media	n/a	n/a	n/a	n/a	n/a	106.805	n/r
Comcast/Philadelphia, L.P.	0.221	7.648	28.541	49.390	64.158	73.280	n/r

**SUPPLIERS**

Microdyne	\$ 24.734	\$ 19.178	\$ 16.853	\$ 21.983	\$ 35.672	\$ 56.533	20.65%
Itel	n/a	943.300	1,230.100	1,614.000	1,695.300	1,689.100	16.12
California Microwave	104.421	97.657	97.150	125.395	145.850	177.364	11.59
C-COR	22.094	29.286	36.480	53.755	60.279	32.732	11.18
Augat	260.356	313.219	320.988	306.647	299.193	281.602	1.79
Scientific-Atlantic	469.124	495.346	508.587	546.763	614.319	493.653	1.36
Zenith	n/a	1,386.800	1,401.000	1,548.900	1,409.900	1,321.600	(0.94)
Burnup & Sims	186.703	200.602	207.305	178.380	192.712	175.236	(1.05)
Texscan	47.078	35.992	39.801	48.495	50.126	40.071	(2.37)
Pico Products, Inc.	25.778	32.070	33.781	29.012	22.624	18.223	(5.94)
RMS	n/a	n/a	n/a	3.325	4.068	4.660	(12.72)

Ranked by five-year revenue rate of growth (Column 7).

n/a - not available.

n/r - not relevant.

TABLE 6 - FIVE-YEAR NET INCOMES (Ranked)

Company	1986 Net Inc.	1987 Net Inc.	1988 Net Inc.	1989 Net Inc.	1990 Net Inc.	1991 Net Inc.	Five-Year Average Net Inc. Growth
----- (mil.) -----							
<b>OPERATORS</b>							
Scripps Howard	\$ 5.477	\$ 22.848	\$ 16.543	\$ 21.044	\$ 30.010	\$ 16.155	43.40%
Falcon Cable	(4.904)	0.956	(1.158)	(4.914)	(11.573)	(10.494)	19.21
E.W. Scripps	34.131	40.806	78.973	95.692	58.960	64.582	17.34
TCA Cable	5.547	5.070	9.573	10.813	4.755	8.492	16.02
American TV & Communications	98.094	46.388	62.171	95.098	120.354	160.948	14.66
Time Warner Inc.	n/a	n/a	(1,187.000)	(987.000)	(786.000)	(692.000)	13.31
Multimedia	(4.661)	12.489	26.877	38.660	45.580	48.397	11.36
Knight-Ridder	132.574	148.734	146.775	179.836	149.045	132.068	0.45
Washington Post	100.173	186.743	256.044	197.893	174.580	70.824	(0.39)
Maclean Hunter	69.300	84.800	96.000	92.200	82.200	50.600	(4.82)
Times Mirror	237.998	282.292	233.005	288.841	180.477	155.501	(6.70)
MERCOM	n/a	(0.392)	(0.205)	(1.699)	0.204	(1.349)	(10.01)
Jones Intercable L.P.	n/a	n/a	(11.513)	(12.309)	(8.113)	(7.224)	(10.81)
Comcast	1.004	(9.381)	(47.557)	(148.750)	(178.406)	(155.572)	(28.90)
C-TEC	10.865	16.486	14.608	4.460	(9.943)	(12.392)	(31.41)
Galaxy Cable M.L.P.	n/a	1.347	(3.411)	(3.920)	(6.021)	(1.872)	(40.80)
Adelphia	(14.914)	(29.354)	(76.840)	(123.645)	(156.939)	(141.360)	(54.03)
Gaylord Entertainment	n/a	260.857	13.025	10.957	6.536	1.769	(59.60)
Cablevision Systems	(18.543)	(75.960)	(162.754)	(157.332)	(275.440)	(231.663)	(80.83)
Jones Intercable	2.873	5.904	29.257	(24.271)	(20.872)	(45.030)	(94.71)
Media General	34.107	42.921	8.819	20.720	25.480	(62.090)	(101.57)
Rogers Communications	(33.289)	(8.457)	1.452	(25.839)	(113.122)	(61.271)	(126.00)
Viacom	(9.856)	(154.424)	(188.794)	113.589	(89.780)	(46.556)	(128.38)
Jones Spacelink	3.104	3.072	10.970	(6.377)	(5.752)	(24.565)	(189.52)
Century Communications	16.006	(0.977)	(4.450)	(35.556)	(63.030)	(80.295)	(215.66)
Liberty Media	n/a	n/a	n/a	n/a	n/a	2.001	n/r
Comcast/Philadelphia, L.P.	(0.372)	(2.066)	(6.974)	(4.554)	(0.775)	1.622	n/r
Tele-Communications, Inc.	7.054	0.794	(25.200)	(217.000)	(233.000)	(138.000)	n/r

**SUPPLIERS**

Microdyne	\$ (0.255)	\$ (1.842)	\$ (1.149)	\$ 1.586	\$ 3.100	\$ 8.824	75.17%
Burnup & Sims	(5.348)	6.690	7.143	9.239	0.785	(0.782)	63.97
California Microwave	4.418	(7.193)	3.197	5.132	6.642	8.001	23.38
C-COR	(2.920)	0.971	2.739	5.195	5.520	(3.452)	(21.33)
Pico Products, Inc.	(1.180)	0.391	(1.206)	(5.684)	(2.683)	(1.294)	(35.99)
Augat	(8.726)	11.529	(22.822)	14.900	17.133	(22.062)	(41.91)
Zenith	n/a	n/a	(11.000)	(15.000)	(54.200)	(51.600)	(53.52)
Scientific-Atlantic	(9.212)	24.260	29.670	36.287	44.299	1.057	(57.00)
Texscan	(51.850)	5.440	3.161	0.137	2.095	0.149	(75.57)
Itel	(2.100)	15.600	4.200	(4.600)	(24.800)	(77.000)	(102.65)
RMS	(1.088)	0.075	0.118	(1.276)	0.022	(0.049)	(188.30)

Ranked by five-year net income after taxes rate of growth (Column 7).

n/a - not available.

n/r - not relevant.

TABLE 7 - 1991 BALANCE SHEETS (Ranked)

Company	-----Current-----			Accounts Receivable	Long-Term Debt	Equity	Debt-to- Equity Ratio	% Debt Due in 5 Years
	Assets (mil.)	Liab. (mil.)	Ratio					
OPERATORS								
Tele-Communications, Inc.	\$ 319.000	\$ 618.000	0.5/1	\$ 249.000	\$ 9,910.000	\$ 1,439.000	6.9/1	22.43%
C-TEC	85.430	53.320	1.6/1	29.096	432.482	69.009	6.3/1	24.50
Galaxy Cable M.L.P.	5.104	2.692	1.9/1	n/a	25.703	5.931	4.3/1	59.60
Jones Intercable L.P.	1.159	4.911	0.2/1	0.807	63.986	17.830	3.6/1	99.00
Viacom	718.177	875.898	0.8/1	322.682	2,320.919	699.493	3.3/1	29.31
TCA Cable	4.426	15.792	0.3/1	3.439	189.252	71.305	2.7/1	81.00
Gaylord Entertainment	161.799	128.362	1.3/1	70.989	360.607	191.630	1.9/1	61.00
Rogers Communications	296.327	619.395	0.5/1	115.629	2,040.431	1,142.723	1.8/1	3.47
Scripps Howard	126.640	81.018	1.6/1	62.177	293.962	188.629	1.6/1	72.80
Comcast/Philadelphia, L.P.	17.537	9.682	1.8/1	1.418	50.339	36.795	1.4/1	78.00
Media General	108.680	105.010	1.0/1	61.840	276.040	201.870	1.4/1	46.00
Maclean Hunter	302.200	225.600	1.3/1	179.200	616.200	643.600	1.0/1	100.00
Time Warner Inc.	3,890.000	3,576.000	1.1/1	1,995.000	8,840.000	9,498.000	0.9/1	68.97
American TV & Communications	50.391	257.438	0.2/1	38.626	580.438	688.596	0.8/1	73.53
E.W. Scripps	324.850	290.080	1.1/1	177.300	435.005	674.130	0.6/1	99.00
Times Mirror	839.223	665.031	1.3/1	543.759	978.351	1,884.008	0.5/1	53.68
Knight-Ridder	370.245	336.222	1.1/1	247.593	556.797	1,148.620	0.5/1	41.00
Liberty Media	149.300	30.400	4.9/1	17.977	63.634	506.634	0.1/1	84.07
Washington Post	472.219	288.260	1.6/1	n/a	51.915	924.285	0.1/1	100.00
Multimedia	111.825	100.864	1.1/1	74.107	743.392	(375.342)	n/r	59.89
Cablevision Systems	51.600	165.070	0.3/1	45.500	2,202.850	(920.930)	n/r	15.30
Century Communications	50.580	81.357	0.6/1	13.628	1,220.674	(171.349)	n/r	32.00
Adelphia	56.910	78.860	0.7/1	30.880	1,495.010	(591.939)	n/r	22.00
Jones Intercable	17.530	34.580	0.5/1	13.967	345.670	(2.653)	n/r	28.00
MERCOM	1.369	2.610	0.5/1	0.950	36.028	(11.158)	n/r	97.60
Comcast	645.490	264.307	2.4/1	30.142	1,689.884	19.480	n/r	36.97
Falcon Cable	5.880	12.560	0.5/1	1.365	167.593	(46.432)	n/r	33.00
Jones Spacelink	22.250	37.080	0.6/1	18.159	414.970	(2.019)	n/r	29.00
AVERAGES			0.3/1				2.0/1	55.40%

**SUPPLIERS**

Intel	\$ 607.400	\$ 616.500	1.0/1	\$ 299.200	\$ 1,567.600	\$ 513.800	3.1/1	80.00%
Texscan	26.180	6.968	3.8/1	6.924	17.056	10.658	1.6/1	46.30
Burnup & Sims	50.734	29.631	1.7/1	23.978	37.087	29.750	1.2/1	0.61
Zenith	482.900	228.600	2.1/1	203.800	149.500	308.800	0.5/1	23.10
Pico Products, Inc.	7.814	6.531	1.2/1	2.983	0.847	3.207	0.3/1	100.00
Augat	154.941	60.930	2.5/1	50.588	50.236	176.633	0.3/1	0.73
Microdyne	35.874	16.430	2.2/1	18.870	1.126	24.067	n/r	78.00
California Microwave	74.666	23.755	3.1/1	33.565	2.230	67.496	n/r	1.00
Scientific-Atlantic	311.208	86.813	3.6/1	90.376	2.004	281.636	n/r	87.10
RMS	2.008	1.645	1.2/1	0.397	0.000	1.575	n/r	0.00
C-COR	21.359	5.785	3.7/1	4.479	0.812	23.444	n/r	50.00
<b>AVERAGES</b>			<b>2.4/1</b>				<b>1.1/1</b>	<b>42.44%</b>

Ranked by 1991 debt-to-equity ratio (Column 7).

n/a - not available.

n/r - not relevant.

**TABLE 8 - 1991 PLANT AND ASSETS (Ranked)**

Company	Gross	Net	Net	----- Intangible -----		Total
	Plant	Plant	Plant Age*	Assets	% Equity	Assets
	(mil.)	(mil.)		(mil.)		(mil.)
<b>OPERATORS</b>						
Time Warner Inc.	\$ 4,946.000	\$ 3,169.000	64.07%	\$ 13,578.000	142.96%	\$ 24,889.000
Tele-Communications, Inc.	6,249.000	4,443.000	71.10	5,723.000	397.71	13,010.000
Viacom	628.807	379.834	60.41	2,281.594	326.18	4,188.378
Times Mirror	2,583.627	1,606.119	62.17	1,117.632	59.32	4,052.224
Rogers Communications	n/a	1,646.511	n/a	138.009	12.08	3,348.700
Comcast	845.452	504.824	59.71	748.371	n/r	2,793.584
Knight-Ridder	1,516.345	871.157	57.45	711.491	61.94	2,332.751
E.W. Scripps	1,368.525	789.336	57.68	730.552	108.37	2,270.459
American TV & Communications	2,248.095	1,236.779	55.01	577.946	83.93	2,046.093
Maclean Hunter	1,185.400	632.400	53.35	295.200	45.87	1,753.600
Washington Post	722.164	347.717	48.15	320.641	34.69	1,487.661
Cablevision Systems	903.542	508.558	56.28	818.400	n/r	1,475.700
Century Communications	651.581	461.923	70.89	200.576	n/r	1,192.328
Adelphia	580.370	368.771	63.54	472.495	n/r	981.960
Liberty Media	42.663	26.905	63.06	51.300	10.13	817.831
Media General	683.960	301.610	44.10	n/a	0.00	762.310
Scripps Howard	363.095	197.747	54.46	294.066	155.90	680.636
C-TEC	538.490	317.770	59.01	172.901	250.55	596.000
Multimedia	407.037	187.476	46.06	229.598	n/r	556.285
Jones Spacelink	266.370	200.662	75.33	172.260	n/r	434.072
Jones Intercable	235.142	176.532	75.07	134.340	n/r	400.338
TCA Cable	229.279	109.630	47.82	191.194	268.14	305.699
Falcon Cable	107.503	69.101	64.28	57.997	n/r	133.722
Comcast/Philadelphia, L.P.	97.205	58.998	60.69	0.000	0.00	96.816
Jones Intercable L.P.	68.723	42.664	62.08	42.260	237.02	86.267
Galaxy Cable M.L.P.	53.531	26.923	50.29	2.299	38.76	34.326
MERCOM	36.175	22.457	62.08	3.654	n/r	27.480
<b>AVERAGES</b>			<b>57.19%</b>		<b>111.68%</b>	

**SUPPLIERS**

Itel	\$ 1,605.000	\$ 1,239.000	77.20%	\$ 300.600	58.51%	\$ 2,752.300
Zenith	684.600	200.500	29.29	3.500	1.13	686.900
Scientific-Atlantic	107.544	62.257	57.89	10.182	3.62	394.211
Augat	190.262	101.795	53.50	26.577	15.05	293.229
Burnup & Sims	85.425	23.933	28.02	n/a	0.00	122.673
California Microwave	34.437	13.698	39.78	9.240	13.69	98.481
Microdyne	7.077	5.292	74.78	0.000	0.00	41.622
Texscan	10.693	7.898	73.86	0.000	n/r	34.682
C-COR	12.632	5.641	44.66	0.000	0.00	30.237
Pico Products, Inc.	4.465	1.550	34.71	0.356	11.10	10.586
RMS	0.631	0.506	80.19	0.069	4.38	2.950
<b>AVERAGES</b>			<b>53.99%</b>		<b>10.75%</b>	

Ranked by total assets (Column 6).

\* Net plant age is depreciated plant as a % of total investment in plant.

n/a - not available.

n/r - not relevant.

## ESTIMATED CAPITAL FLOWS IN CABLE TV

Total \$ Raised by Cable Companies	1988	1989	1990	1991	1992p
	(mil.)				
Cash Flow from Operations	\$ 6,000	\$ 7,100	\$ 8,100	\$ 9,100	10,000
Banks, Insurance and Other Borrowings	5,078	6,494	4,405	3,000	2,000
Issuance of Public Debt *	1,789	1,250	317	1,000	3,000
Limited Partnership Equity (Public & Private)	678	726	597	2,566	1,000
Sale of Public Stock	68	108	0	630	75
Total Debt	6,867	7,744	4,722	4,000	5,000
Total Equity	746	834	597	3,196	1,075
Total \$ Available for Investment	13,613	15,678	13,419	16,296	16,075
\$ Spent on Maintenance	433	478	507	507	516
\$ Spent on New-Builds	1,122	1,173	1,184	651	552
\$ Spent on Rebuilds	648	828	559	427	576
\$ Spent on Converters	571	558	555	500	550
\$ Spent on Upgrades	110	137	156	170	232
\$ Spent on Inventory	41	48	42	28	31
Total \$ Spent on Construction	2,925	3,222	3,003	2,283	2,457
\$ Spent on Interest/Debt Reduction #	4,062	4,556	4,915	5,460	5,770
Total \$ Invested	6,988	7,778	7,917	7,743	8,227
Surplus \$ for Acquisitions, Loan Payback, etc.	6,625	7,901	5,502	8,553	7,848

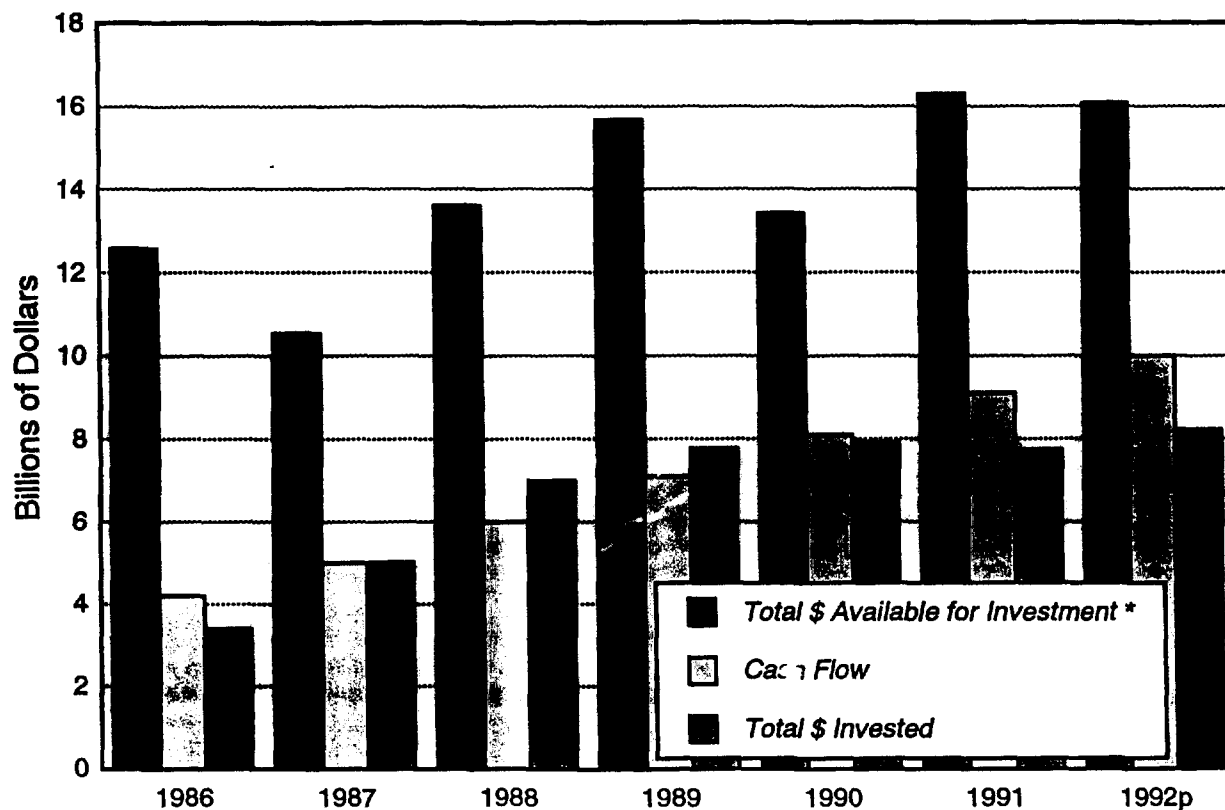
p - Projected.

\* Estimates cable portion of diversified company issues.

# Debt reduction estimates total \$80 mil. in 1987, \$1 bil. in 1988, \$851 mil. in 1989, \$436 mil. in 1990 and \$500 mil. in 1991.

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## Cable TV Capital Flows



\* Composed of cash flow, public and private debt, limited partnership equity and public stock offerings. p - projected.

**EXHIBIT F**



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**AUS Consultants**

**White Paper on  
Recommended Regulation  
for the  
U.S. Cable Television Industry**

**Prepared by:**

**George R. Schink  
Joseph F. Brennan  
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**August 25, 1993**

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